The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 3 April 1985

MIDDLE ATLANTIC REGION (MAPA)

Bucknell University
Carnegie-Mellon University
Cedar Crest College
Delaware State College
University of Delaware
Fairleigh Dickinson University - Teaneck
George Washington University
Grove City College
IUP - Indiana, PA
Lafayette College
Lehigh University
Lincoln University (PA)
Morgan State University
New Jersey Institute of Technology
Pennsylvania State University
Pennsylvania State University - Capitol Campus
University of Pennsylvania
University of Pennsylvania - Wharton Graduate School
University of Pittsburgh
Princeton University
Rutgers University - Camden-College of Arts and Sciences
Rutgers University - New Brunswick
Villanova University
Virginia State University
West Virginia University

The 187 placement offices at the 163 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Middle Atlantic region.

The data are based on salary offers made to students graduating between September 1, 1984, and August 31, 1985. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (March 2 through April 4) and cumulatively (September 1 through April 4). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/2/85 THROUGH 4/4/85							CUMULATIVE PERIOD 9/1/84 THROUGH 4/4/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	57	670	$1702	$1720	$1833	$1710	$1540	343	3939	$1673	$1683	$1833	$1666	$1540
Business—General (incl. Mgmt.)	32	308	1690	1651	2141	1721	1267	109	1389	1680	1606	2150	1750	1250
Marketing & Distribution	12	150	1576	1599	*	*	*	28	733	1501	1546	1825	1454	1250
HUMANITIES & SOCIAL SCIENCES														
Humanities	8	59	1627	1635	*	*	*	40	305	1534	1436	2058	1500	958
Economics[2]	23	96	1694	1850	2250	1500	1267	39	226	1666	1712	2135	1625	1333
Other Social Sciences	5	89	1775	1757	*	*	*	24	403	1362	1464	1834	1271	958
ENGINEERING														
Aeronautical	+	72	+	2303				6	264	2067	2231	*	*	*
Chemical	63	410	2340	2375	2500	2395	2100	127	1134	2358	2375	2500	2425	2100
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	12	137	2100	2011	*	*	*	34	532	2092	1979	2375	2188	1733
Electrical (incl. Computer Engrg.)	185	1607	2280	2287	2475	2335	1930	396	5023	2248	2268	2448	2334	1925
Geological	+	6	+	2115				+	34	+	2220			
Industrial	27	166	2263	2198	2435	2325	2060	65	601	2264	2180	2417	2267	2083
Mechanical	51	822	2269	2268	2425	2300	2125	172	2695	2241	2249	2425	2300	1930
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	13	69	2223	2240	*	*	*	24	165	2244	2263	2400	2300	2083
Mining	1	9	1825	2323	*	*	*	3	24	2071	2174	*	*	*
Nuclear (incl. Engrg. Physics)	+	10	+	2380				6	46	2356	2290	*	*	*
Petroleum	+	106	+	2608				8	292	2753	2641	*	*	*
Engineering Technology	13	92	2298	2116	*	*	*	42	381	2194	2131	2417	2252	1931
SCIENCES														
Agricultural Sciences	2	20	1555	1552	*	*	*	8	103	1514	1459	*	*	*
Biological Sciences	2	11	1231	1162	*	*	*	8	51	1229	1376	*	*	*
Chemistry	+	21	+	2015				5	79	2048	1867	*	*	*
Computer Science	53	496	2116	2098	2375	2170	1750	160	1746	2070	2064	2358	2125	1750
Health (Medical) Professions	+	23	+	1749				2	114	1554	1805	*	*	*
Mathematics	24	77	2159	2092	2400	2250	1840	50	176	2126	2034	2400	2213	1633
Other Physical & Earth Sciences	3	31	2107	2073	*	*	*	8	97	1724	1903	*	*	*
Totals	586	5557						1707	20552					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/2/85 THROUGH 4/4/85							CUMULATIVE PERIOD 9/1/84 THROUGH 4/4/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	68	761	$1711	$1732	$1834	$1738	$1500	371	4177	$1677	$1690	$1834	$1666	$1500
Business Administration	24	169	1859	1701	2150	1876	1333	59	825	1864	1596	2300	1916	1333
Communications	6	22	1893	2021	*	*	*	19	155	1984	1521	*	*	*
Community & Service Orgs. Work	+	9	+	1214				2	70	958	1350	*	*	*
EDP Programming/Systems	76	629	2191	2140	2400	2208	1962	212	2022	2108	2089	2375	2159	1833
Engineering	337	3155	2295	2286	2490	2340	2066	804	10312	2267	2263	2460	2335	1930
Farm & Natural Resources Mgmt	1	8	1410	1964	*	*	*	2	45	1663	1536	*	*	*
Finance & Economics	10	147	1811	1809	*	*	*	28	418	1732	1692	2250	1759	1208
Health (Medical) Services	2	28	1294	1670	*	*	*	6	136	1352	1718	*	*	*
Manufacturing &/or Industrial Oprs.	6	71	2055	2096	*	*	*	17	289	2100	2063	*	*	*
Mathematics/Statistics	7	34	1772	2027	*	*	*	19	93	1844	1984	*	*	*
Merchandising/Sales Promotion	21	138	1474	1550	1825	1375	1267	56	668	1378	1456	1708	1333	1042
Personnel/Employee Relations	1	7	1700	1459	*	*	*	15	82	1458	1745	*	*	*
Research—Non-Scientific	2	43	1786	2097	*	*	*	13	98	1891	1979	*	*	*
Research—Scientific	4	97	2140	2184	*	*	*	24	257	2006	2035	2425	2313	1250
Rotational Training—Non-Technical	3	29	1548	1588	*	*	*	5	157	1612	1493	*	*	*
Rotational Training—Technical	3	61	2132	2260	*	*	*	6	112	2239	2155	*	*	*
Sales—Non-Technical Degree	13	127	1505	1596	*	*	*	43	559	1446	1580	1750	1417	1208
Sales—Technical/Scientific Degree	2	22	2096	2216	*	*	*	6	77	1957	2162	*	*	*
Totals	586	5557						1707	20552					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 3/2/85 THROUGH 4/4/85							CUMULATIVE PERIOD 9/1/84 THROUGH 4/4/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	+	16	+	$1947				6	327	$1834	$2043	*	*	*
MBA (Non-Technical Undergraduate)	1	181	$1500	2402	*	*	*	24	538	1986	2238	$2333	$1755[†]	$1755[†]
MBA (Technical Undergraduate)	2	45	2100	2545	*	*	*	4	123	2339	2483	*	*	*
MS-Business (incl Mgmt., Mktg., Finance, etc.)	+	20	+	2649				2	72	1791	2376	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	+	4	+	2671				1	20	2250	2385	*	*	*
Administration (incl. Public, Hospital, etc.)	+	6	+	2603				1	23	2375	2364	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	1	+	1500				15	30	1411	1519	*	*	*
Social Sciences	+	+	+	+				3	50	1597	1713	*	*	*
ENGINEERING														
Chemical	3	43	2600	2670	*	*	*	18	106	2542	2594	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	11	+	2531				+	103	+	2363			
Electrical (incl. Computer Engrg.)	8	151	2786	2771	*	*	*	10	514	2820	2732	*	*	*
Industrial	+	10	+	2506				3	44	2436	2440	*	*	*
Mechanical	4	86	2668	2634	*	*	*	25	267	2551	2590	2783	2600	2165
Nuclear (incl. Engrg. Physics)	+	7	+	2536				+	19	+	2552			
SCIENCES														
Chemistry	+	5	+	2336				4	15	1823	2065	*	*	*
Computer Science	10	80	2450	2622	*	*	*	29	232	2255	2537	2604	2400	1416
Geology & Related Geological Sciences	1	12	2925	2632	*	*	*	5	83	2780	2586	*	*	*
Mathematics	2	8	2592	2382	*	*	*	2	20	2592	2418	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	6	+	2550				+	23	+	2563			
Totals	31	692						152	2609					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† The 50th and 10th percentiles are the same because of a clustering of offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 3/2/85 THROUGH 4/4/85							CUMULATIVE PERIOD 9/1/84 THROUGH 4/4/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	+	44	+	$2561				3	109	$1505	$2479	*	*	*
MBA - Tech Undergraduate	+	7	+	2560				+	19	+	2627			
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	+	51	+	2616				1	105	2750	2628	*	*	*
MBA - Tech Undergraduate	+	5	+	2560				+	16	+	2841			
Over 4 years														
MBA - Non-Tech Undergraduate	+	24	+	2543				1	75	2000	2581	*	*	*
MBA - Tech Undergraduate	+	9	+	2893				+	25	+	2786			
Totals	+	140						5	349					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	4	17	$3583	$3354	*	*	*	20	69	$3386	$3365	$3583	$3429	$3050
Civil (incl. Construction, Sanitary & Transportation Engrg.)	+	1	+	3583				8	8	2375	2610	*	*	*
Electrical (incl. Computer Engrg.)	+	17	+	3577				7	54	3155	3449	*	*	*
Mechanical	3	6	3650	3336	*	*	*	14	29	3212	3126	*	*	*
SCIENCES														
Chemistry	2	23	1802	3007	*	*	*	10	86	2539	2916	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	+	+	+	+	*	*	*	3	8	3111	2583	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	2	+	3542				1	17	3500	3212	*	*	*
Physics	1	10	3567	3110	*	*	*	6	30	3024	3049	*	*	*
Totals	10	76						65	301					

[1] Years of previous full-time, non-military employment
[2] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MAPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS — APRIL 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 03/02/85 THROUGH 04/04/85 — PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1705 1800 1583	47	1638	3	1533	1	1729	2				
BUSINESS - GENERAL			1854	6	1286	9	1533	5	2208	3	1801	2
MARKETING/DISTRIBUTN					1353	4	1554	2			1825	1
HUMANITIES					1449	4	1987	2				
ECONOMICS	1744	8	1940	4	1394	3	1458	4				
OTHR SOCIAL SCIENCES	1833	2										

MAPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL												
CHEMICAL							2208	5	1725	1	1791	1
CIVIL -CNSTR/SAN/TRP	2250	1					2225	1	1667	1	1708	3
ELECTRICAL -COMPTR	2208	2	2178	4			2327 2458 2230	77	2315	8	2250	6
GEOLOGICAL												
INDUSTRIAL	2111	3					2178	3	2440	3	2250	5
MECHANICAL							2193	15	2402	5	2217	6
METALLURGICAL							2300	1				
MINING											1825	1
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH							2297	5	2327	3		

MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

APRIL 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
AGRICULTURL SCIENCES					1410	1						
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	1861	3	1916	1	1333	2	2242	12			2083	1
HEALTH (MED) PROFSNS												
MATHEMATICS	1917	1	2000	2			2262	12				
OTHR PHYSCL/EARTH SCI							2107	3				

MAPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1771	2										
BUSINESS - GENERAL	1796	2	2010	1					1775	1	2141	2
MARKETING/DISTRIBUTN			2171	1	1450	1	1708	1	1500	1	1732	1
HUMANITIES					1000	1						
ECONOMICS			2010	1			1208	1				
OTHR SOCIAL SCIENCES							1708	1				

MAPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2433 2691 2250	29	2406	4	2408	3	2467	2			2488	7
CIVIL -CNSTR/SAN/TRP	2325	3	2125	1								
ELECTRICAL -COMPTR	2425	5	2331	15			2403	5	2325	2	2427	1
GEOLOGICAL												
INDUSTRIAL	2325	1	2252	3			2207	4	2329	2		
MECHANICAL	2279	7	2316	5			2300	1	2238	4	2540	1
METALLURGICAL	2325	1	2150	1			2086	3	2150	3	2416	1
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH			2300	1					2200	1		

MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

APRIL 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES					1700	1						
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	2225	3	2184	8	1250	2			2100	2	2356	4
HEALTH (MED) PROFSNS												
MATHEMATICS									2400	2		
OTHR PHYSCL/EARTH SCI												

MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

APRIL 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1
INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING					1725	2						
BUSINESS - GENERAL	1834	1										
MARKETING/DISTRIBUTN												
HUMANITIES	2250	1										
ECONOMICS			1650	1	2375	1						
OTHR SOCIAL SCIENCES	1834	1									1667	1

MAPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AERONAUTICAL						
CHEMICAL		2400 1	2351 4	1887 6		
CIVIL -CNSTR/SAN/TRP			2417 2			
ELECTRICAL -COMPTR	2366 3		2370 34 2490 2290	1883 22 2000 1559		2166 1
GEOLOGICAL						
INDUSTRIAL			2363 3			
MECHANICAL	2325 2		2399 4	1930 1		
METALLURGICAL			2332 3			
MINING						
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH	2200 2		2315 1			

MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

APRIL 1985 MAPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES									1231	2		
CHEMISTRY												
COMPUTER SCIENCE	2085	5			2409	7	1803	3				
HEALTH (MED) PROFSNS												
MATHEMATICS	2208	1			2375	1	1624	3	2250	2		
OTHR PHYSCL/EARTH SCI												

REV 2

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 03/02/85 THROUGH 04/04/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES APRIL 1985 MAPA REGIONAL INTERIM REPORT

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
MBA - NON-TECHNICAL	/	/	/	/ 1500 1	/	/
	/	/	/	/	/	/
	/	/	/	/	/	/
MBA - TECHNICAL	/	/	/	/ 1500 1	/	/
	/	/	/	/	/	/
	/	/	/	/	/	/

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 03/02/85 THROUGH 04/04/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES APRIL 1985 MAPA REGIONAL INTERIM REPORT

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
MBA - NON-TECHNICAL	/	/	/	/	/	/
	/	/	/	/	/	/
	/	/	/	/	/	/
MBA - TECHNICAL	/ 2700 1	/	/	/	/	/
	/	/	/	/	/	/
	/	/	/	/	/	/

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 03/02/85 THROUGH 04/04/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES APRIL 1985 MAPA REGIONAL INTERIM REPORT

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA - NON-TECHNICAL	/	/	/	/	/	/
	/	/	/	/	/	/
	/	/	/	/	/	/
MBA - TECHNICAL	/	/	/	/	/	/
	/	/	/	/	/	/
	/	/	/	/	/	/